THE WEEKLY OF
BUSINESS AVIATION™

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PIPER AIRCRAFT Owner Stuart Millar, President Ray Johnson and two other company executives were in the Soviet Union last week, conducting the latest in a series of discussions with Soviet officials. A Soviet delegation visited Piper's facilities in Vero Beach, Fla. last month after a similar visit with Gulfstream Aerospace officials in Savannah, Ga. (BA, Sept. 25/97).

DEADLINE for submission of cost proposals in the Air Force's Tanker Transport Training System (TTTS) program had been today (Oct. 23), but the deadline was extended to Oct. 31. Official flight demonstrations of the contending aircraft will begin this week at Wright-Patterson Air Force Base in Dayton, Ohio. Cessna will fly its entry this week, the Learjet Model 31 is scheduled for the week of Oct. 29-Nov. 4, the following week has been set aside for possible weather delays during the first two weeks and Beech will demonstrate the Beechjet the week of Nov. 13.

SHORTAGE of qualified pilots and aviation mechanics is well known, but the National Association of State Aviation Officials has identified yet another manpower shortage. Based on a recent membership survey, NASAO President Jack Kemmerly said there will be a demand for more than 650 college graduates trained in airport planning and engineering over the next two and one-half years. "The situation is at a critical stage," Kemmerly said, "particularly when you consider the fact that we are entering a decade of greatest demand for airport capacity expansion."

PIPER AIRCRAFT and economic development officials in the state of Pennsylvania have held preliminary discussions about the possible resumption of some limited aircraft assembly operations at Piper's former plant in Lock Haven, Pa. Plan under discussion centers around restarting Chieftain production at Lock Haven, but is apparently contingent upon substantial state funding to defray startup and training expenses.

GAMA SHIPMENTS UP NEARLY 30 PERCENT IN FIRST NINE MONTHS

General Aviation Manufacturers Association said the number of new aircraft delivered by its member companies increased nearly 30 percent in the first nine months of 1989, compared to the same period a year ago. GAMA members reported delivery of 1,090 new aircraft valued at $1.233 billion through September, increases of 27.9 and 6.2 percent over the 852 aircraft valued at $1.16 billion during the first nine months of 1988.

GAMA said the improved results "indicate that the industry is continuing its slow recovery from the deepest depression in its history." The number of aircraft exported to other countries also increased sharply. Exports totaled 406 units valued at $427 million, compared to 311 aircraft valued at $378 million in the 1988 period. Exports accounted for 37.2 percent of total industry deliveries and 34.6 percent of industry billings for the first three quarters of 1989. (BUSINESS AVIATION'S compilation of aircraft shipments by both foreign and domestic manufacturers shows deliveries in the first nine months of 1989 were up 35.1 percent, compared to the same period last year. Aircraft deliveries by make and model are shown in a chart that begins on Page 133).

GAMA President Ed Stimpson said "While these gains are very important, we must keep them in

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NOW ONLINE WORLDWIDE

The Weekly of BUSINESS AVIATION • 1156 15th Street, N.W. • Washington, D.C. 20005 • 202-822-4600 • FAX 202-293-2682 • **Dave Collogan**/Editor, **Kerry Lynch**/Assistant Editor, **Tom Woodall**/Publisher • Published weekly by the Aerospace and Defense Group of McGraw-Hill Information Services Co., a division of McGraw-Hill, Inc., 1221 Avenue of the Americas, New York, N.Y. 10020. (ISSN No. 0509-9528) • **Officers of McGraw-Hill Information Services Co.**: Walter D. Serwatka, President; John W. Fink, Senior Vice President-Finance; Elisabeth K. Allison, Vice President-Planning and Development; George R. Elsinger, Vice President-Circulation; and Kenneth E. Gazzola, Executive Vice President-Aerospace and Defense Group. **Officers of McGraw-Hill, Inc.**: Joseph L. Dionne, Chairman, President and Chief Executive Officer; Robert N. Landes, Executive V.P., General Counsel, and Secretary; Frank D. Penglase, Senior V.P., Treasury Operations. • Subscription rates: Within the U.S., one year $395, 6 months $260. Quantity rates on request. Mailed first class.
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BUSINESS/PERSONAL AIRCRAFT INDUSTRY - THIRD QUARTER UNIT SHIPMENTS

		3rd Quarter 89	Cal. Year
AEROSPATIALE GENERAL AVIATION			
• Single-Engine			
TB-9	Tampico	6	16
TB-10	Tobago	11	19
TB-20	Trinidad	8	52
TB-21	Trinidad TC	3	8
Total		28	95
BEECH AIRCRAFT CORP.			
• Single-Engine			
BE-F33A	Bonanza	24	82
BE-A36	Bonanza	8	36
BE-36TC	Bonanza	3	8
• Multi-Engine			
BE-58	Baron	9	20
BE-58P	Baron	0	0
BE-76	Duchess	0	0
BE-C90-1	King Air	11	24
BE-200	Super King Air	6	22
BE-200C	Super King Air	1	1
BE-200T	Super King Air	0	0
BE-300	Super King Air	11	23
BE-1900C	Commuter	11	31
Beechjet 400		3	10
BE-1300		2	2
Total		89	259
(Quarter $146,994,306)			
(Year-to-date $341,653,696)			
BRITISH AEROSPACE			
• Multi-Engine			
BAe	Jetstream 31	21	34
BAe 146-100		0	0
BAe 146-200		4	12
BAe 146-300		1	7
HS-125 Model A		6	13
HS-125 Model B		2	10
Total		34	76
PILATUS BRITTEN-NORMAN			
• Multi-Engine			
BN-2B	Islander	4	6
BN-2T	Islander	1	1
Total		5	7
CANADAIR			
• Multi-Engine			
CL-601-3A		5	13
Total		5	13
CESSNA AIRCRAFT CO.			
• Single-Engine			
CE-208	Caravan I	17	54
• Multi-Engine			
CE-406	Caravan II	4	9
CE-550	Citation II	6	25
CE-S550	Citation S/II	0	1
CE-650	Citation III	4	12
CE-560	Citation V	14	18
Total		45	119
CHRISTEN INDUSTRIES			
• Single-Engine			
S-1T	Pitts	1	3
S-2B	Pitts	6	17
A-1	Husky	12	36
Total		19	56
AVION-MARCEL DASSAULT			
• Multi-Engine			
AD-My.10	Falcon	0	3
AD-My.20	Falcon	0	1
AD-My.200	Falcon	0	0
AD-My.50	Falcon	3	7
AD-My.900	Falcon	2	11
Total		5	22
De HAVILLAND AIRCRAFT OF CANADA			
• Multi-Engine			
DHC-8	Dash 8 Series 100	13	31
DHC-8	Dash 8 Series 300	5	8
Total		18	39

		3rd Quarter 89	Cal. Year
EMBRAER			
• Single-Engine			
EMB-201A	Ipanema	7	14
EMB-711ST	Corison II	3	10
EMB-712	Tupi	4	6
EMB-720	Minuano	4	9
• Multi-Engine			
EMB-110	Bandeirante	0	0
EMB-120	Brasilia	12	24
EMB-121	Xingu	0	0
EMB-810D	Seneca II	16	30
EMB-820		0	0
EMB-821	Carajah	2	5
Total		48	98
FAIRCHILD AIRCRAFT			
• Multi-Engine			
Merlin III-C		0	0
Fairchild 300		0	0
Merlin IV-C		0	0
Metro III		2	9
Expediter		0	0
Total		2	9
GULFSTREAM AEROSPACE			
• Multi-Engine			
G-IV	Gulfstream IV	10	28
Total		10	28
ISRAEL AIRCRAFT INDUSTRIES			
• Multi-Engine			
1125	Astra	1	5
Total		1	5
LAKE AIRCRAFT			
• Single-Engine			
LA-4-200EP		0	0
LA-250	Renegade	5	18
Total		5	18
LEARJET CORP.			
• Multi-Engine			
LR-31		3	5
LR-35A		5	6
LR-36A		0	0
LR-55C		2	4
Total		10	15
(Domestic $15,466,798)			
(Export $28,755,374)			
MAULE AIR INC.			
• Single-Engine			
M-5-180C		0	0
M-5-200		0	0
M-5-235C	Lunar Rocket	1	2
M-6-235		3	6
MX-7-180	Lunar Rocket	1	4
M7-235	Super Rocket	4	10
MX-7-235		1	5
Total		10	27
MOONEY AIRCRAFT CORP.			
• Single-Engine			
M-20J	201 Lean Machine	23	50
M-20J	205	0	0
M-20K	231	3	13
M-20K	252	0	0
M-20L	PFM	2	5
M-20J	AT	3	3
M-20M	TLS	12	12
Total		43	83
PIPER AIRCRAFT CORP.			
• Single-Engine			
PA-18-150	Super Cub	13	39
PA-28-161	Warrior	2	14
PA-28-161	Cadet	92	207
PA-28-281	Archer II	13	33
PA-28-236	Dakota	4	10
PA-28R-201	Arrow IV	12	24
PA-28RT-201	Turbo Arrow IV	3	5
PA-32-301	Saratoga	6	13

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		3rd Quarter 89	Cal. Year
PA-32R-301	Saratoga SP	4	9
PA-46-310P	Malibu	0	1
PA-46-350P	Mirage	32	76
• Multi-Engine			
PA-34-220T	Seneca III	4	30
PA-42-720	Cheyenne IIIA	0	1
PA-42-1000	Cheyenne 400LS	0	2
PA-44-180	Seminole	6	6
Total		191	470

		3rd Quarter 89	Cal. Year
SHORT BROTHERS			
• Multi-Engine			
SD-3-30		*	*
SD-3-60		*	*
Total		*	*
	SINGLE-ENGINE	356	929
	MULTI-ENGINE	212	510
	GRAND TOTAL	568	1,439

UNIT SHIPMENTS COMPARATIVE TREND: 19 MANUFACTURERS

	3rd Quarter			Calendar Year to Date		
	1989	1988	1987	1989	1988	1987
Aerospatiale	28	25	17	95	55	64
Beech	89	78	85	259	258	215
British Aerospace	34	20	24	76	67	73
Britten-Norman	5	3	5	7	8	19
Canadair	5	3	4	13	13	13
Cessna	45	47	38	119	116	139
Christen	19	*	*	56	*	*
Dassault	5	14	12	22	37	23
DeHavilland	18	11	6	39	17	26
Embraer	48	17	33	98	52	89
Fairchild	2	4	3	9	12	24
Gulfstream	10	10	*	28	31	10
Israel	1	*	*	5	8	5
Lake	5	6	6	18	24	16
Learjet	10	2	6	15	13	10
Maule Air	10	15	8	27	48	43
Mooney	43	34	33	83	109	106
Piper	191	59	*	470	190	169
Shorts	*	*	3	*	7	15
TOTAL	568	348	283	1439	1065	1059

* Figures not available